

KENT ECONOMIC COMMISSION INC.

1999-2000 ANNUAL REPORT

59 Irving Boulevard, Suite 201
Bouctouche, New Brunswick E3S 3J6

Telephone: (506) 743-7337
Fax: (506) 743-7342
E-mail: info@kent.redc.nb.ca
Internet: www.kec.nb.ca

June 7, 2000



TABLE OF CONTENTS

Kent Region	i
President's Remarks	1
Board of Directors	4
Staff	6
Annual Activity Report	7
Financial Report	37
Auditor's Report	38
Financial Statements	39
Notes to Financial Statements	43
Schedules	47
25 th Anniversary	49

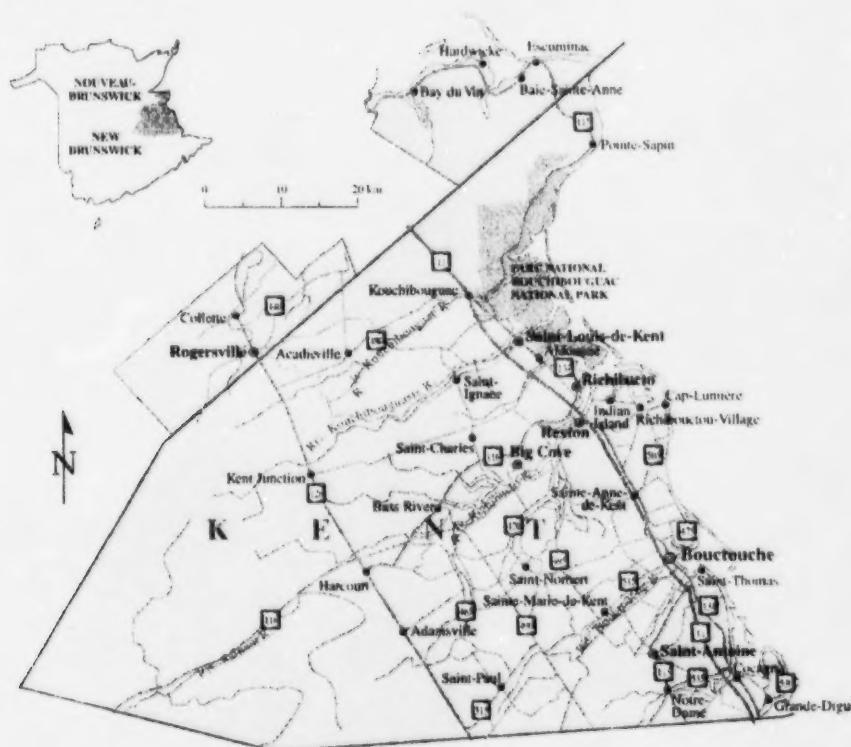


KENT REGION

Located on the eastern coast of the province of New Brunswick, the Kent Region borders the Northumberland Strait and encompasses a 5,149-square-kilometer area of coastline, rivers, estuaries, valleys, wide agricultural landscapes, peat bogs, marshlands, and forests.

The Kent Region is much more than a nice place to visit. Its geographical location and positive development potential provide a favorable climate for economic expansion. The Kent Region is characterized by a warm social and cultural environment. The region has a versatile bilingual work force in addition to a vast array of natural resources.

The Kent Region offers many advantages that are appreciated by entrepreneurs, visitors, and residents such as its seaside environment, a competitive cost of living, and its proximity to major urban centers.



The Kent Economic Commission's territory covers all of Kent County, as well as the civil parishes of Rogersville and Hardwicke in Northumberland County, as shown on the map.

Thus defined, the Kent Region has a population of 37,551 (1996 Census) inhabitants within some 22 communities ranging from 300 to 3,000 in size.



President's Remarks

Board of Directors

Staff



PRESIDENT'S REMARKS

On behalf of the Kent Economic Commission's (KEC) Board of Directors, it is my pleasure to present our 1999-2000 annual report.

I am very proud to be associated with this organization because of its ability to attract devoted people who are committed to building a prosperous sustainable region. I had the opportunity to work closely with some of you, as well as other dedicated people associated with various economic organizations, who are working very hard in order to enhance the quality of life and to create the proper environment for economic growth. I am very pleased and convinced that the Kent Region is one of the most dynamic regions in New Brunswick.

The KEC is celebrating its 25th anniversary. It is an opportunity to look back in gratitude on the tremendous efforts of the many talented and devoted people who have helped build this organization over the years. I also believe that the KEC has been instrumental in fostering economic growth throughout this beautiful region. This annual report is dedicated to the many volunteers and staff members who have devoted countless hours and have managed to persevere, adapt, and benefit from the many opportunities throughout the years.

The Kent Region has just completed its fourth year of implementation of the Kent Region bottom-up socio-economic development strategy. It is important to note that even though the results could have been much greater, had additional resources been available, we must be proud of our accomplishments because it clearly demonstrates that the region is well positioned to face future challenges. The more notable accomplishments where the KEC was directly involved include:

Job Creation

Through the Kent Region economic development strategy's consultation process, the creation of 750 new jobs had been set as an attainable objective over a five-year period. I am happy to report that this goal has been met and surpassed impressively. Over a four-year period, it is estimated that approximately 1,500 new jobs were created, of which 1,050 were in the priority sectors alone (manufacturing, selected services, and tourism). It is nevertheless not enough and we must continue to work to increase job creation and reverse the exodus of our youth and others who are leaving this region to find meaningful work.



Growth Sectors

Over the years, the Kent Region has established a very good networking system through TEAM KENT and has set forth a very focused intervention plan to stimulate job-creation opportunities and to improve client services to the Kent Region business community. An integrated work plan has been developed and a high level of priority has been placed on growth sectors: Manufacturing - metal fabrication and machining, wood sector; Agri-food (value-added) - cranberry industry, blueberries, potatoes, cottage winery; Tourism - product development, marketing, and information; Aquaculture - product development and technical support; Knowledge-Based and Information Technology Industries - sector development and call centers; Cottage industry - sector development and technical support. An objective of 195 jobs has been set for the next fiscal year.

Client Services

During the past fiscal year, 446 clients were served by KEC staff. Out of the many projects, 106 program applications were submitted for approval to government. A total of 85 strategic entrepreneurial visits were made to companies in the priority sectors, resulting in 47 projects. I am pleased to report that approximately 115 new companies were established, resulting in 200 jobs in the last fiscal year. These numbers will be confirmed next summer following the annual revision of the KEC's data bank.

All regional economic development commissions were informed that funding would be reduced in the 2000-01 fiscal year. This will make it much more difficult for the Commission to be pro-active in economic development projects.

Strengthened Business Climate

The two-year private sector-driven cooperative marketing plan came to a close on March 31, 2000. This marketing initiative inspired a positive business climate in the region. A new image on the availability of the labor force and of the region's products and services was promoted. Entrepreneurs and the region's economic partners are now better equipped to help generate business opportunities through proper marketing tools - economic profiles, an image campaign, a web site, a kit folder, a product card, and much more. I applaud the entrepreneurs, economic partners, and especially the major sponsors who contributed to the success of this initiative: *L'Acadie Nouvelle*; *Caisses populaires acadiennes de la région de Kent*; *L'Étoile*; Kanalfakt Inc.; Kent Economic Commission Inc.; LeBlanc Bell; Pharmasave; *Radio Beauséjour (CJSE-89,5 FM)*; and Warren Transport Ltd. and Warren Ready Mix Ltd.



Special Thanks

At this time, I would like to personally thank those whose valued efforts were instrumental in ensuring such a successful year:

To my colleagues on the Board of Directors and the special committees, thank you for your commitment, guidance, and leadership.

To the municipalities of Bouctouche, Rexton, Richibucto, Rogersville, Saint-Antoine, and Saint-Louis-de-Kent; the Big Cove First Nation; Economic Development, Tourism and Culture (EDT&C); and the Atlantic Canada Opportunities Agency (ACOA), thank you for your ongoing financial support which is greatly appreciated.

To the other economic partners, organizations, government representatives, elected representatives, and especially the members of TEAM KENT (ACOA, EDT&C, Agriculture and Rural Development, Fisheries and Aquaculture, Human Resource Development Canada, Human Resource Development-NB, Labour NB, ADEL-Kent-LEDA, and KEC), thank you for sharing the task of fostering economic growth in the Kent Region. We depend on your partnership to help us realize the Kent Region's economic development goals.

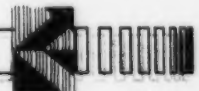
Special thanks to the KEC's staff, Guy Léger, general manager; Pierrette Williams, development officer; Diane Allain, administrative assistant; and Murielle Dallaire, part-time secretary. Year after year you continue to support the KEC and this region with your outstanding devotion and leadership. Your exceptional contribution merits our highest respect and sincere gratitude.

Special thanks are also extended to our various technical staff who worked on special projects throughout the year. They will be presented more formally in the activity report.

Conclusion

Even in this time of celebration, we must look forward with confidence to continuing the relentless work undertaken over the past 25 years and ensuring that the KEC and its economic partners remain vital and responsive to the challenges that lie ahead. We also look forward to working with the new Lord government and ACOA who will be revising the role of the New Brunswick REDCs over the next year. I am confident that the regions will be consulted throughout the planning process because I am convinced that **we must work together** in order to assure that the regional economy will continue to grow and prosper in the years to come.

Shelley Beers
President



BOARD OF DIRECTORS

Municipal Directors / Alternates

Big Cove First Nation
Town of Bouctouche
Village of Rexton

Town of Richibucto
Village of Rogersville
Village of Saint-Antoine
Village of Saint-Louis-de-Kent

Alfred Sock / Mary Jane Peters
André Goguen / Hector Maillet
Jean Hudson (who replaced Derek Price) /
Denise Kavanagh
Martin LeBlanc / Germaine Guimond
Gilbert Perreault / Noëlla Maillet
Justin Cormier / Bernadette Cormier
Carmen Daigle / Arnold Vautour

Nonmunicipal Directors

Three-Year Term

Kent-North
Kent-Centre
Kent-South

Paul Thébeau
Shelley Beers
Raymonde de Grandpré

Two-Year Term

Kent-North
Kent-Centre
Kent-South

Jean-Claude Johnson
Garth Lawson
Roger Després

One-Year Term

Kent-North
Kent-Centre
Kent-South

Roberte Gallant
Paul Maillet
Alvin Brun

Nonvoting Members

Economic Development,
Tourism and Culture
Atlantic Canada
Opportunities Agency

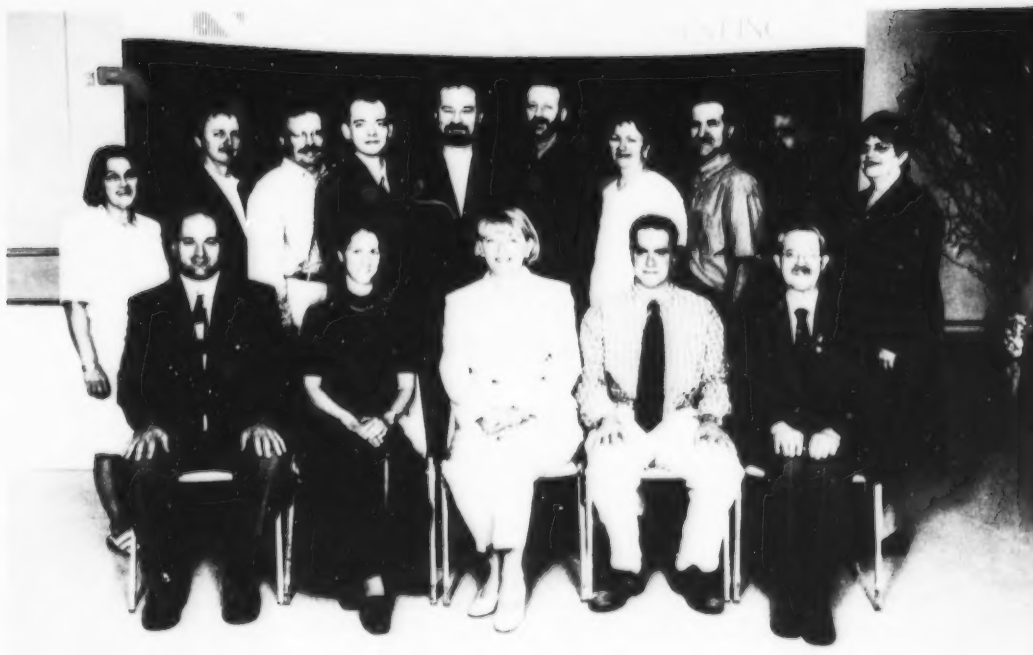
Paul Landry
(who replaced Michel Albert)
Michelyne Paulin
(who replaced Claire Dulong)

Executive Officers

President
Vice President
Secretary
Treasurer

Shelley Beers
Garth Lawson
Justin Cormier
Paul Maillet





From left to right - seated: Paul Thébeau, Claire Dulong, Shelley Beers, Martin LeBlanc, Gilbert Perreault.

Second row - standing: Raymonde de Grandpré, Paul Maillet, Garth Lawson, Justin Cormier, Jean-Claude Johnson, Michel Albert, Roberte Gallant, Roger Després, Léonce Daigle, Carmen Daigle.

Absent: Alvin Brun, André Goguen, Derek Price, Alfred Sock



STAFF



Guy Léger, General Manager

Guy joined the KEC in June 1988 as a development officer. He has held the position of General Manager since May 1993 after gaining a total of 18 months experience as Acting General Manager. Guy obtained a Bachelors Degree in Business Administration from the Université de Moncton. He also received his economic developers designation from the Economic Developers Association of Canada in November 1999.



Rachelle Richard-Collette, Assistant General Manager

Rachelle joined the KEC in August 1989 as a development officer. Since June 1993, she holds the position of Assistant General Manager. Rachelle obtained a Bachelor's Degree in Business Administration with a major in marketing and a minor in psychology from the Université de Moncton. She also received her economic developers designation from the Economic Developers Association of Canada in 1997. Rachelle's leave of absence was extended for a second year and terminated on March 31, 2000.



Pierrette Williams, Development Officer

Pierrette Williams assumed the position of development officer in 1996, during Rachelle Richard-Collette's absence from the KEC. In 1997, she obtained her Bachelor's Degree in Business Administration, specializing in management, from the Université de Moncton. She is presently working on obtaining an economic development diploma from the University of Waterloo in Ontario. Her extensive work experience includes running her own business.



Diane Allain, Administrative Assistant

Diane has been the Executive Secretary of the KEC since 1975 and now holds the position of Administrative Assistant. She completed her secretarial studies at Waltham High School in Massachusetts and has since taken various computer-related and administrative courses.



Murielle Dallaire, Secretary

Murielle has been working with the KEC since 1978 either as a full-time or part-time secretary. She completed her secretarial studies at Butler Business College in Connecticut and has since taken various computer-related and secretarial-related courses.



Annual Activity Report



Annual Activity Report

Table Of Contents

Introduction	7
Administration	7
KEC Intervention	10
1. Client Services	10
1.1 Access to Capital	10
1.2 Competitiveness and Growth	17
1.3 Industrial Parks	26
2. Business Development	26
2.1 Kent Region Economic Development Strategy	27
2.2 Marketing and Promotion	28
2.3 Networking and Partnerships	31
2.4 Entrepreneurship	33
Conclusion	35



ANNUAL ACTIVITY REPORT

Introduction

The Kent Economic Commission Inc. (KEC) is providing an overview of the activities undertaken and the results achieved based on the KEC's 1999-2000 work plan and the 1999-2000 Kent Region integrated work plan. The KEC's intervention is mainly concentrated on providing one-on-one counseling to the Kent Region business community. The KEC also has a major responsibility in stimulating business opportunities and economic growth in the Kent Region.

Administration

Under the leadership of the KEC's Board of Directors and its working committees, competent staff and technical support projects were effective in the delivery of the Commission's services and numerous activities.

BOARD OF DIRECTORS

The KEC held one special and four regular Board meetings throughout the year. Two special meetings were also organized with Kent Region members of the Legislative Assembly (MLAs) and member of Parliament (MP), Angela Vautour, in order to discuss key economic initiatives and to maintain communication between Kent Region MLAs, MPs, and the KEC Board of Directors.

A total of 10 meetings of the KEC's two main committees were held:

Management Committee

Paul Maillet, KEC Treasurer and Committee President
Carmen Daigle
Raymonde de Grandpré
Roberte Gallant
Jean-Claude Johnson

Economic Development Committee

Garth Lawson, KEC Vice President and Committee President
Alvin Brun
Roger Després
André Goguen
Martin LeBlanc



STAFF

Permanent

The permanent KEC staff is comprised of a team of economic development professionals with varied backgrounds and many years of experience in business counseling, business development, and administrative support skills: Guy Léger, general manager; Pierrette Williams, development officer; Diane Allain, administrative assistant; and Murielle Dallaire, part-time secretary.

Rachelle Richard-Collette resigned from the KEC after a second-year leave of absence in order to pursue new ventures.

Technical Support

The KEC hired Kevin Barlow as a development officer from April to July 1999 through a provincial initiative sponsored by the Canada/New Brunswick Regional Economic Development Agreement's Aboriginal Youth Internship Program.

The KEC provided practical secretarial and clerical work experience for Linda Carroll through the Job Action program and for Charline Pellerin, a Clément-Cormier High School student, through the cooperative education program.

A total of five students were hired through the Jet Stream and Summer Career Placement programs to update the Kent Region business data bank under the supervision of Jonathan Nowlan. Elisa Martin, assistant supervisor, Rachelle Doiron, Monique Daigle, and Julie Bastarache, all data collection officers, obtained comprehensive information through telephone interviews with Kent Region businesses, as well as government agencies and departments. Lorie Anderson was hired through the Summer Work Student Exchange Program and provided technical support services for the data bank update.

Marguerite Jaillet returned to the KEC for a sixth term through the New Brunswick Job Corps program.

Special Projects

Pierre Pelletier worked as the marketing director for the Kent Region Cooperative Marketing Plan. For budgetary reasons, Pierre was let go in September 1999, but his communications company was later retained to coordinate the implementation of strategic projects.



TRAINING

The KEC is dedicated to providing a highly trained professional group of employees to serve the Kent Region business community. KEC staff received the following training during the 1999-2000 fiscal year:

- Fred Pryor Seminars
 - **Developing Management Skills**
Diane Allain, April 1999
- Career Track
 - **Microsoft Office**
Diane Allain and Murielle Dallaire, April 1999
- Aboriginal Tourism Team Canada
 - **National Forum 1999: "A Coast With A Difference"**
Kevin Barlow, May 1999
- University of Waterloo
 - **Economic Development Program - Year 2**
Pierrette Williams, May 1999
 - **Economic Development Program, Seminar C**
Analytical Techniques for the Local Economic Development Officer
Pierrette Williams, May 1999
- Bottom Line Menu Tools Inc.
 - **Restaurant Survival Workshop**
Pierrette Williams and Kevin Barlow, June 1999
- Collèges communautaires du Nouveau-Brunswick - Edmundston, Bathurst, Campbellton
 - **Value-Added Products**
Pierrette Williams, June 1999
- University of Waterloo
 - **Economic Developer Certification (Ec.D.)**
Guy Léger, November 1999
- Environment Canada
 - **Planning for Change: A Strategic Planning Workshop for Non-Profit Organizations**
Pierrette Williams, March 2000
- Computer training
 - **Computing Resources - KEC data bank**
Diane Allain
 - **Micro Action - Ecco Pro, Backup Exec, network administration, Y2K preparations**
Diane Allain



Kent Economic Commission Intervention

The 1999-2000 activity report reflects the KEC's two main areas of intervention:

1. **Client Services**
Direct one-on-one services for individual clients.
2. **Business Development**
Pro-active development activities which affect the overall business climate of the region.

1. CLIENT SERVICES

The KEC is part of a network of 13 regional economic development commissions which serves as the entrepreneur's first contact by offering the following bilingual and confidential services, at no charge:

- Identifying the general and specific needs of Kent Region entrepreneurs.
- Providing advice and guidance in preparing a business plan.
- Acting as a link between entrepreneurs and various levels of governments and providing information on available federal and provincial government programs for financial and technical assistance.
- Providing pertinent information on the Kent Region's economic base through the Kent Region Business Directory, reference library, and socio-economic profiles.
- Providing basic information on available sites, including those in the two industrial parks managed by the KEC.
- Referring entrepreneurs to the appropriate experts, as required.

Three levels of intervention were targeted for the Client Services section during the 1999-2000 fiscal year:

- 1.1 **Access to Capital**
- 1.2 **Competitiveness and Growth**
- 1.3 **Industrial Parks**

1.1 Access to Capital

Objective:

To facilitate access to funding sources and to provide support for promising initiatives.

Focus on Client Services

The KEC strongly believes that the only way to better serve the business community is by providing effective client services.



ACTIVITIES

- A total of eight meetings were held between the Kent Region service providers, TEAM KENT. The activities undertaken included:
 - Planning and preparation of an integrated work plan.
 - Planning and coordination of training activities.
 - Development of sector development tools
 - Strategic intervention for growth sectors
 - Discussion on specific client needs.
- The TEAM KENT network has grown from six members - KEC, ADEL-Kent-LEDA (AKL), Atlantic Canada Opportunities Agency (ACOA), Economic Development, Tourism and Culture (EDT&C), Agriculture and Rural Development (DARD), and Fisheries and Aquaculture) to nine members - Human Resources Development-NB (HRDNB), Human Resources Development Canada (HRDC), and Labour-NB. This will provide an even more coordinated approach in providing quality service to the Kent Region business community, as well as establishing better communication between these service providers.
- The KEC, in partnership with ACOA, organized a business breakfast meeting on "Financial Programs for Small Businesses" in April 1999 - 35 participants.
- The KEC, in partnership with HRDC, organized a business breakfast meeting on "HRDC's Financial Programs", in November 1999 - 30 participants.
- THE KEC, in partnership with the Business Development Bank of Canada (BDC), organized a business breakfast meeting on "BDC's Consulting and Financial Services", in January 2000 - 20 participants.
- The KEC initiated discussions with various economic partners in order to identify other options for a one-stop centre.
- The KEC is part of a committee which evaluates financing projects for Kent Region entrepreneurs through the "Self-Employment Assistance Program".

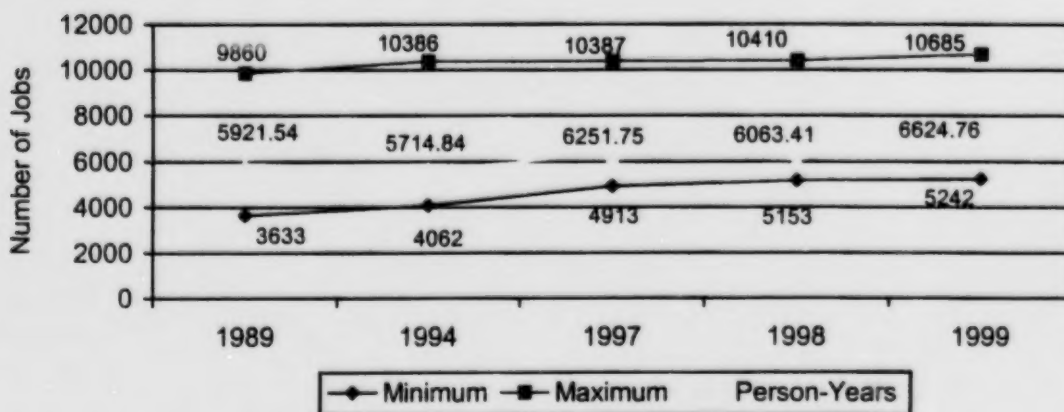
RESULTS

- KEC's staff provided services to 446 clients. The number of clients served has been very consistent since the 1996-97 fiscal year.
- Existing companies that visited the KEC for services were in the priority sectors (manufacturing, selected services, and tourism), 66% compared to 51% in the 1998-99 fiscal year.
- From the KEC's client base, a total of 106 applications were submitted to various government departments, compared to 124 in the 1998-99 fiscal year.
- Strategic visits were made to 85 companies, resulting in 47 projects.
- A total of 37 clients received funding through the Self-Employment Assistance Program.



RELEVENT RESULTS

- Approximately 115 new companies were established in 1999, resulting in the creation of 200 jobs. (These figures were based on the summer 1999 data collection and will be modified this summer when the data bank is updated.)
- Kent Region companies had a minimum of 5,242 employees on a year-round basis in 1999 compared to 4,422 in 1996, when the strategy was launched, representing a 19% increase. An additional 5,443 people were hired during the peak season in 1999, compared to 5,675 in 1996, representing a 4% decrease in seasonal employment. The total employment generated by the Kent Region companies in person years (full-time equivalent) was 6,624.76 in 1999, representing an average of 4.6 employees per company compared to 4.1 in 1996, a 14% increase and an additional .5 employee per company.



IMPORTANT NOTE CONCERNING THE FOLLOWING PAGES

**THE PAGES WHICH FOLLOW HAVE BEEN FILMED
TWICE IN ORDER TO OBTAIN THE BEST
REPRODUCTIVE QUALITY**

**USERS SHOULD CONSULT ALL THE PAGES
REPRODUCED ON THE FICHE IN ORDER TO OBTAIN
A COMPLETE READING OF THE TEXT.**

REMARQUE IMPORTANTE CONCERNANT LES PAGES QUI SUIVENT

**LES PAGES SUIVANTES ONT ÉTÉ REPRODUITES EN
DOUBLE AFIN D'AMÉLIORER LA QUALITÉ DE
REPRODUCTION**

**LES UTILISATEURS DOIVENT CONSULTER TOUTES
LES PAGES REPRODUITES SUR LA FICHE AFIN
D'OBTENIR LA LECTURE DU TEXTE INTÉGRAL**

Table 1

JOB CREATION - NEW COMPANIES - 1996-2001							
Sectors	Job Objectives	Actual Jobs			Total Jobs	Projected Jobs	
	1996-2001	1996	1997	1998	1996-98	1999*	2000
Manufacturing	250	276 ¹	50	20	346	41	86
Selected Services	-	55	58	87	200	18	69
Tourism and Retail	250	184 ²	113	71	368	89	50
Information Tech.	150	4	4	7	15	0	5
Service	100	113 ³	66	55	234	22	50
Construction	-	28	73	34	135	46	50
Total	750	660	364	274	1,298	216	310

1. Imperial Registers - 45, Kanalfiakt - 75, Groupe Berger - 90
2. Bouctouche Bay Ecotourism Project - 46, Tim Hortons (Richibucto) - 28
3. Kent Ambulance - 41

Table 2

JOB CREATION - ALL COMPANIES - 1996-2001										
Sectors	1996	1997	Growth		1998	Growth		Total 1996-98	Projected Jobs	
			+/-	%		+/-	%		1999*	2000
Manufacturing	3,234	3,615	381	+12	3,723	108	+3	489	3,752	3,882
Selected Services	1,530	1,561	31	+2	1,485	-76	-5	-45	1,412	1,502
Tourism and Retail	2,839	2,906	67	+2	2,850	-56	-2	11	2,871	2,936
Information Tech.	26	28	2	+8	36	8	+29	10	32	47
Service	1,400	1,386	-14	-1	1,442	56	+4	42	1,435	1,495
Construction	1,063	1,093	30	+3	1,036	-57	-5	-27	1,058	1,108
Total	10,092	10,589	497	+5	10,572	-17	-.2	480	10,560	10,970

Note: The calculation of job creation takes into account all jobs created minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date, there are some 200 leads yet to be verified.



Table 1

JOB CREATION - NEW COMPANIES - 1996-2001							
Sectors	Job Objectives 1996-2001	Actual Jobs			Total Jobs 1996-98	Projected Jobs	
		1996	1997	1998		1999*	2000
Manufacturing	250	276 ¹	50	20	346	41	86
Selected Services	-	55	58	87	200	18	69
Tourism and Retail	250	184 ²	113	71	368	89	50
Information Tech.	150	4	4	7	15	0	5
Service	100	113 ³	66	55	234	22	50
Construction	-	28	73	34	135	46	50
Total	750	660	364	274	1,298	216	310

1. Imperial Registers - 45, Kanalfakt - 75, Groupe Berger - 90
2. Bouctouche Bay Ecotourism Project - 46, Tim Hortons (Richibucto) - 28
3. Kent Ambulance - 41

Table 2

JOB CREATION - ALL COMPANIES - 1996-2001										
Sectors	1996	1997	Growth		1998	Growth		Total 1996-98	Projected Jobs	
			+/-	%		+/-	%		1999*	2000
Manufacturing	3,234	3,615	381	+12	3,723	108	+3	489	3,752	3,882
Selected Services	1,530	1,561	31	+2	1,485	-76	-5	-45	1,412	1,502
Tourism and Retail	2,839	2,906	67	+2	2,850	-56	-2	11	2,871	2,936
Information Tech.	26	28	2	+8	36	8	+29	10	32	47
Service	1,400	1,386	-14	-1	1,442	56	+4	42	1,435	1,495
Construction	1,063	1,093	30	+3	1,036	-57	-5	-27	1,058	1,108
Total	10,092	10,589	497	+5	10,572	-17	-2	480	10,560	10,970

Note: The calculation of job creation takes into account all jobs created minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date, there are some 200 leads yet to be verified.

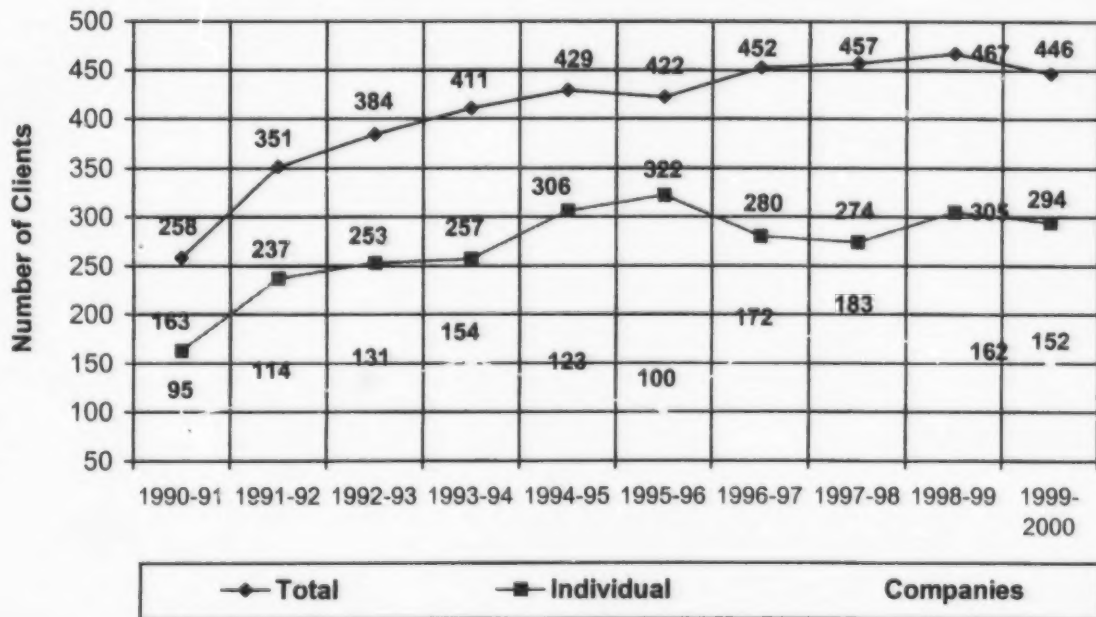


LOOKING AHEAD



The objective set forth in 1998 is still possible this year, provided proper resources are available to the Kent Region. The overall job creation goals of the Kent Region Economic Development Strategy are largely based on priority sector development in the economic sectors which offer the most potential. The first two years of the Strategy's implementation indicated that only 35% of job creation for new companies was in the priority sectors. Through focused intervention, job creation for new companies has increased to 70% for the remaining two years. By accessing proper development resources, it is estimated that a total of 1,215 new jobs will be created in the priority sectors by March 31, 2001.

CLIENT SUMMARY IN COMPARISON TO PREVIOUS YEARS



All client report figures are based on the number of individual/client projects and therefore exclude repeat contacts for these purposes.



TABLE 3
CLIENT SUMMARY - APRIL 1, 1999 TO MARCH 31, 2000

INDIVIDUALS (294 = 65%)	#	%	EXISTING COMPANIES (152 = 35%)	#	%
Region			Region		
Rogersville - Kouchibouguac	61	21%	Rogersville- Kouchibouguac	33	22%
Kent	87	30%	Kent	35	23%
Kent-South	109	37%	Kent-South	73	48%
Outside Kent Region	37	13%	Outside Kent Region	11	7%
TOTALS	294	100%	TOTALS	152	100%
Sectors			Sectors		
Manufacturing	20	7%	Manufacturing	47	31%
Tourism	82	28%	Tourism	41	27%
Business support services	13	4%	Business support services	12	8%
Service	70	24%	Service	22	14%
Retail	38	13%	Retail	17	11%
Other	30	10%	Other	13	9%
Unknown	41	14%	Unknown	0	0%
TOTALS	294	100%	TOTALS	152	100%
Referred by			Referred by		
Own initiative	242	82%	Own initiative	106	70%
KEC initiative	16	5%	KEC initiative	17	11%
ADEL - Kent - LEDA	4	1%	ADEL - Kent - LEDA	1	1%
Economic Development Tourism and Culture	7	2%	Economic Development Tourism and Culture	8	5%
Other sources	24	8%	Other sources	20	13%
Unknown	1	0%	Unknown	0	0%
TOTALS	294	100%	TOTALS	152	100%
Assistance Provided			Assistance Provided		
Information only	206	66%	Information only	50	31%
Various technical	61	19%	Various technical	61	38%
Program applications *	46	15%	Program applications *	51	31%
TOTALS	313	100%	TOTALS	162	100%

* Some clients submitted more than one application.

The following provides statistical highlights of the present client services in comparison to the same period last year.

	1999	2000	% of Change
Clients	467	446	-4.50%
Program applications	124	106	-21.77%





TABLE 3
CLIENT SUMMARY - APRIL 1, 1999 TO MARCH 31, 2000

INDIVIDUALS (294 = 65%)	#	%	EXISTING COMPANIES (152 = 35%)	#	%
Region			Region		
Rogersville - Kouchibouguac	61	21%	Rogersville- Kouchibouguac	33	22%
Kent	87	30%	Kent	35	23%
Kent-South	109	37%	Kent-South	73	48%
Outside Kent Region	37	13%	Outside Kent Region	11	7%
TOTALS	294	100%	TOTALS	152	100%
Sectors			Sectors		
Manufacturing	20	7%	Manufacturing	47	31%
Tourism	82	28%	Tourism	41	27%
Business support services	13	4%	Business support services	12	8%
Service	70	24%	Service	22	14%
Retail	38	13%	Retail	17	11%
Other	30	10%	Other	13	9%
Unknown	41	14%	Unknown	0	0%
TOTALS	294	100%	TOTALS	152	100%
Referred by			Referred by		
Own initiative	242	82%	Own initiative	106	70%
KEC initiative	16	5%	KEC initiative	17	11%
ADEL - Kent - LEDA	4	1%	ADEL - Kent - LEDA	1	1%
Economic Development	7	2%	Economic Development	8	5%
Tourism and Culture			Tourism and Culture		
Other sources	24	8%	Other sources	20	13%
Unknown	1	0%	Unknown	0	0%
TOTALS	294	100%	TOTALS	152	100%
Assistance Provided			Assistance Provided		
Information only	206	66%	Information only	50	31%
Various technical	61	19%	Various technical	61	38%
Program applications *	46	15%	Program applications *	51	31%
TOTALS	313	100%	TOTALS	162	100%

* Some clients submitted more than one application.

The following provides statistical highlights of the present client services in comparison to the same period last year.

	1999	2000	% of Change
Clients	467	446	-4.50%
Program applications	124	106	-21.77%



TABLE 4
PROGRAM TAKE-UP IN THE KENT REGION AND
KEC CLIENT SERVICES IN 1999-2000
TOTAL PROGRAM APPLICATIONS FOR THE KENT REGION

GOVERNMENT OF NEW BRUNSWICK				
Economic Development, Tourism and Culture				
Programs	Applications Submitted by KEC	Applications Approved*	Total Amount in \$	Jobs Created
Self Start	2	2	20,000	2
Trade and Marketing	1	2	16,784	--
Quality Assistance	--	3	11,792	--
Technical Mission	3	18	21,946	--
Financial Assistance to Industry	--	1	500,000	--
Venture Capital Support Program	--	--	--	--
SECAP	19	15	572,698	32
Loan guarantee	--	--	--	--
TOTAL	25	41	1,143,220	34
Labour				
Adjustment	4	7	82,250	N/A
Entrepreneur	9	11	101,337	23
Student Venture Capital	9	6	16,000	6
Partners	14	151	790,500	267
TOTAL	36	175	990,087	296
Other Provincial Departments				
Agriculture and Rural Development	3	7	18,768	7
Fisheries and Aquaculture	N/A	N/A	N/A	N/A
TOTAL	3	7	18,768	7
GOVERNMENT OF CANADA				
Atlantic Canada Opportunities Agency				
Capital Investment	19	15	662,826	40
Marketing Development	--	--	--	--
Innovations	--	--	--	--
Business Studies	2	1	20,000	--
Others	1	1	9,675	--
TOTAL	22	17	692,501	40
Other Federal Departments				
Various departments	20	26	4,853,268	41+
TOTAL	106	266	7,697,844	418

* Some applications were not processed by the KEC.



TABLE 4
PROGRAM TAKE-UP IN THE KENT REGION AND
KEC CLIENT SERVICES IN 1999-2000
TOTAL PROGRAM APPLICATIONS FOR THE KENT REGION

GOVERNMENT OF NEW BRUNSWICK				
Economic Development, Tourism and Culture				
Programs	Applications Submitted by KEC	Applications Approved*	Total Amount In \$	Jobs Created
Self Start	2	2	20,000	2
Trade and Marketing	1	2	16,784	--
Quality Assistance	--	3	11,792	--
Technical Mission	3	18	21,946	--
Financial Assistance to Industry	--	1	500,000	--
Venture Capital Support Program	--	--	--	--
SECAP	19	15	572,698	32
Loan guarantee	--	--	--	--
TOTAL	25	41	1,143,220	34
Labour				
Adjustment	4	7	82,250	N/A
Entrepreneur	9	11	101,337	23
Student Venture Capital	9	6	16,000	6
Partners	14	151	790,500	267
TOTAL	36	175	990,087	296
Other Provincial Departments				
Agriculture and Rural Development	3	7	18,768	7
Fisheries and Aquaculture	N/A	N/A	N/A	N/A
TOTAL	3	7	18,768	7
GOVERNMENT OF CANADA				
Atlantic Canada Opportunities Agency				
Capital Investment	19	15	662,826	40
Marketing Development	--	--	--	--
Innovations	--	--	--	--
Business Studies	2	1	20,000	--
Others	1	1	9,675	--
TOTAL	22	17	692,501	40
Other Federal Departments				
Various departments	20	26	4,853,268	41+
TOTAL	106	266	7,697,844	418

* Some applications were not processed by the KEC.



1.2 Competitiveness And Growth

Objective:

To support companies in strategic sectors by helping to improve their competitive edge and growth potential through quality standards, management, marketing, new technologies, and trade, thereby increasing the potential to generate regional economic benefits.

Focus on Information

Access to relevant and timely information is a key ingredient to success in today's business world. The KEC strives to provide key information on the Kent Region through a functional data bank and information support system.

ACTIVITIES

- The KEC, in partnership with the New Brunswick Economic Commissions Association (NBECA) and ACOA, purchases from Statistics Canada yearly revised and accurate information on employment, trends, training, etc.
- The KEC, in partnership with the New Brunswick Business Service Centre, accesses accurate and up-to-date information for the KEC client base.
- Six Kent Region sector profiles were translated.
- The Kent Region data bank was updated by six students during the summer.

RESULTS

- The KEC's data bank is completely revised every year. A total of 139 queries for the private sector, government departments, and KEC's use were done from the KEC data bank during the 1999-2000 fiscal year.
- The KEC, sponsor of the Kent Region web site (www.kent.nb.ca), launched a new and innovative web site in March 2000 to replace the older version.

LOOKING AHEAD



Five Kent Region sector profiles and the Kent Region Socio-Economic Profile will be revised during the 2000-01 fiscal year.

The revised Kent Region Business Directory will be available in the Fall of 2000.

Focus on Exports

Companies with export potential are targeted for trade development activities to maximize their growth potential, as this could result in higher job creation for the region.

ACTIVITIES

- Promotion of the various events associated with the *Sommet de la Francophonie* include:
 - 7e Forum francophone des affaires
 - 3e Forum des gens d'affaires francophones du Canada
 - Franco-Com '99
 - Sommet de la Francophonie
- In partnership with the business community, the KEC showcased the Kent Region section of the Acadian Coastal Drive at the *Village de la Francophonie*.
- The KEC organized a business breakfast meeting on "Exporting", in partnership with Industry Canada - 31 participants.
- The KEC, in partnership with the NBECA and Industry Canada, participated in a project to gather information for the new Invest in Canada web site. Two people, Sylvie Léger and Jade Boucher, were hired to collect data for the Kent and Miramichi regions.
- The KEC promoted "Export Month" to entrepreneurs in the manufacturing sector in October.
- The KEC worked with three export-ready entrepreneurs in the manufacturing sector.
- The KEC, with financial support from Industry Canada, developed a more up-to-date web site which is more appealing to outside investors (www.kent.nb.ca).
- The KEC web site (www.kec.nb.ca), which includes the Kent Region Business Directory, attracted many visitors from outside the region for business purposes.

RESULTS

- The results of the *Sommet de la Francophonie* and the *Village de la Francophonie* were:
 - 120,000 visitors
 - 17,000+ people visited the Kent Region kiosk
 - 3,000 guests and delegates participated in a special activity at the Pays de la Sagouine in Bouctouche - the only activity organized outside the summit site.



- The Kent Region web site (www.kent.nb.ca) obtained the following results:
 - 285,221 hits
 - 6,437 requests
 - 5,135 visits
- The KEC web site (www.kec.nb.ca) obtained the following results:
 - 513,925 hits
 - 7,474 requests
 - 4,875 visits

LOOKING AHEAD



The Kent Region service providers (TEAM KENT) will focus on two sectors (metal fabrication and machining and the wood industry) and undertake strategic intervention to make companies in these sectors export-ready.

Focus on Growth Sectors

Individual sectors with growth potential are targeted for further development to strengthen and diversify the Kent Region's economic base.

ACTIVITIES

- Follow-up was done with all participants of the six opportunity sessions (manufacturing, tourism, agri-food, aquaculture, knowledge-based and information technology industries, and the cottage industry):
 - Invitations to strategic training and information sessions organized in the province and elsewhere.
 - Strategic entrepreneurial visits with participating dynamic companies.
- Sector profiles in both official languages were made available to new and existing companies
- The KEC made strategic entrepreneurial visits to existing priority sectors companies - 85 visits.
- The KEC, in partnership with the Kent Region Tourist Association (KRTA) and other economic partners, undertook, or were asked to be part of, various initiatives to develop the tourism sector:
 - Workshop entitled, "Restaurant Survival Workshop", organized by the YMCA in Moncton.
 - The establishment of an integrated coordination mechanism which will serve as a capacity-building tool for sustainable development in the Greater Bouctouche area.
 - The organization of a conference and community forum in May 2000 for various stakeholders in the Bouctouche Watershed in order to build sustainable community leadership and to produce the major components for a sustainable rural plan.



- An information session for the Greater Bouctouche tourism operators, organized by the Bouctouche Bay Ecotourism Project.
 - A tourism brainstorming session on "Regional Cuisine" with consultant Phil Bélanger of the *Centre d'excellence en tourisme de l'Atlantique* in Saint-Thomas - 15 participants.
 - The development of a sustainable tourism strategy for the Richibucto Watershed.
- The KEC is working with the KRTA to revise their mandate for the 2000-01 fiscal year.
 - The KEC, in partnership with the Kent Region Cooperative Marketing Committee, provided the opportunity to wood sector entrepreneurs to work together and develop a regional marketing tool in the form of a "product card" - 18 participants.
 - Priority sector companies were invited to participate in an information session entitled, "How to Do Business with the Federal Government through the Merx Program" - 20 participants.
 - The KEC, in partnership with the New Brunswick Community College - Dieppe, organized an information technology information session in Richibucto, in order to identify the training needs in this sector.
 - The KEC is represented on the Richibucto Sustainable Development Project's steering committee.
 - The KEC recruited two participants for a seminar on "value-added processing", organized by the New Brunswick Community College and ACOA.

RESULTS

- The Department of Economic Development, Tourism and Culture, now known as Business New Brunswick, developed, in partnership with the KEC, a "Regional Sectorial Development Tool" for manufacturers and selected service companies.
- Five years of hard work and millions of dollars have been invested in various sustainable tourism development projects in Bouctouche: the Irving Éco-Centre-La Dune de Bouctouche, walking trails, farmers market, etc. The following recognition and awards were received during this fiscal year:
 - The *Harrowsmith Country Life* magazine identified Bouctouche as one of the 10 best places to visit in Canada.
 - A three-page feature article in the summer 1999 issue of *Coast Life - Atlantic Canada at Its Best*.
 - A four-page feature article in *Le Bel âge*, a Québec monthly magazine.



- Pays de la Sagouine - 2000 winner for New Brunswick in the Outdoor Sites category in for the Attractions Canada Award.
- Irving Éco Centre - La Dune de Bouctouche - 2000 winner for New Brunswick in the National or International Attraction category for the Attractions Canada Award.

LOOKING AHEAD



The Kent Region Knowledge-Based and Information Technology Industries (KBIT) Committee will organize a series of mini forums with new and existing entrepreneurs looking for business opportunities in this sector.

The New Brunswick regional economic development commissions (REDCs), in partnership with Service New Brunswick, ACOA, and other economic partners, will develop a more focused approach for intervention in the growth sectors through a revised format of the regional integrated work plan, which will initiate the implementation process in the 2000-01 fiscal year.

As indicated in Tables 5 through 10, strategic intervention in the priority sectors (manufacturing, business support services and tourism) by the KEC and other Kent Region service providers will result in:

- Manufacturing (Tables 5 and 6)

Needed support will continue to be provided to new and existing entrepreneurs in the fabricated metal products sub-sector which has shown strong growth. Also the wood industry and food sub-sectors show serious potential as growth sectors. The peat sector has had an important job creation in the region which should continue.

- Business support services (Tables 7 and 8)

Creating a stronger partnership with companies with growth potential in the agri-food sector will continue. Fisheries and aquaculture and repairs and equipment are two sectors which have had some important job creation in the region which should continue.

- Tourism (Tables 9 and 10)

Significant results in accommodations and activities of the tourism sector should continue. With the proper planning mechanisms and the construction of new infrastructures in 1998 and 1999, the tourism industry will continue its strong growth.



IMPORTANT NOTE CONCERNING THE FOLLOWING PAGES

**THE PAGES WHICH FOLLOW HAVE BEEN FILMED
TWICE IN ORDER TO OBTAIN THE BEST
REPRODUCTIVE QUALITY**

**USERS SHOULD CONSULT ALL THE PAGES
REPRODUCED ON THE FICHE IN ORDER TO OBTAIN
A COMPLETE READING OF THE TEXT.**

REMARQUE IMPORTANTE CONCERNANT LES PAGES QUI SUIVENT

**LES PAGES SUIVANTES ONT ÉTÉ REPRODUITES EN
DOUBLE AFIN D'AMÉLIORER LA QUALITÉ DE
REPRODUCTION**

**LES UTILISATEURS DOIVENT CONSULTER TOUTES
LES PAGES REPRODUITES SUR LA FICHE AFIN
D'OBTENIR LA LECTURE DU TEXTE INTÉGRAL**

TABLE 5

MANUFACTURING - NEW COMPANIES						
Sub-Sectors	Actual Jobs			Total Jobs	Estimated Jobs	
	1996	1997	1998	1996-98	1999*	2000
Food	27	6	0	33	3	5
Beverages	0	0	0	0	0	0
Plastic products	2	4	0	6	0	0
Textile products	2	1	0	3	0	2
Clothing	0	2	0	2	0	0
Wood industries (includes primary and secondary)	21	17	6	44	25	20
Furniture and Fixtures	0	3	0	3	1	2
Paper and allied products	1	0	0	1	0	0
Printing, publishing and allied products	0	0	10	10	0	0
Primary metal	0	0	0	0	0	0
Fabricated metal products	46	3	1	50	0	28
Machinery	75	0	0	75	0	10
Transportation equipment	3	10	2	15	0	3
Electrical and electronic products	0	3	0	3	0	1
Non-metallic mineral products	0	0	0	0	0	0
Refined petroleum products	0	0	0	0	0	0
Chemical and chemical products	90	1	0	91	9	10
Other	9	0	1	10	3	5
TOTAL	276	50	20	346	41	86

Note: The calculation of job creation takes into account all jobs created minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date, there are some 200 leads yet to be verified.



TABLE 6

MANUFACTURING – ALL COMPANIES											
Sub-Sectors	Jobs		Growth		Jobs		Growth		Total Jobs	Estimated Jobs	
	1996	1997	+/-	%	1998	+/-	%	1996-98	1999*	2000	
Food	1,702	1,789	87	5%	1,773	-16	-1%	71	1,717	1,727	
Beverages	4	7	3	75%	7	0	0%	3	7	7	
Plastic products	12	15	3	25%	15	0	0%	3	16	16	
Textile products	22	30	8	36%	25	-5	-17%	3	25	25	
Clothing	4	4	0	0%	4	0	0%	0	3	3	
Wood industries (primary & secondary)	464	516	52	11%	577	61	12%	113	601	631	
Furniture and Fixtures	33	33	0	0%	33	0	0%	0	30	35	
Paper and allied products	0	0	0	0%	0	0	0%	0	0	0	
Printing, publishing and allied products	8	8	0	0%	23	15	188%	15	19	19	
Primary metal	44	45	1	2%	56	11	24%	12	61	71	
Fabricated metal products	283	446	163	58%	448	2	0%	165	468	508	
Machinery	77	76	-1	-1%	76	0	0%	-1	77	77	
Transportation equipment	19	32	13	68%	34	2	6%	15	37	42	
Electrical and electronic products	7	10	3	43%	10	0	0%	3	7	7	
Non-metallic mineral products	378	420	42	11%	439	19	5%	61	483	503	
Refined petroleum products	2	2	0	0%	2	0	0%	0	2	2	
Chemical and chemical products	135	136	1	1%	155	19	14%	20	159	169	
Other	40	46	6	15%	46	0	0%	6	40	40	
TOTAL	3,234	3,615	381	12%	3,723	108	3%	489	3,752	3,882	

Note: The calculation of job creation takes into account all jobs created minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date, there are some 200 leads yet to be verified.



TABLE 5

MANUFACTURING – NEW COMPANIES						
Sub-Sectors	Actual Jobs			Total Jobs	Estimated Jobs	
	1996	1997	1998	1996-98	1999*	2000
Food	27	6	0	33	3	5
Beverages	0	0	0	0	0	0
Plastic products	2	4	0	6	0	0
Textile products	2	1	0	3	0	2
Clothing	0	2	0	2	0	0
Wood industries (includes primary and secondary)	21	17	6	44	25	20
Furniture and Fixtures	0	3	0	3	1	2
Paper and allied products	1	0	0	1	0	0
Printing, publishing and allied products	0	0	10	10	0	0
Primary metal	0	0	0	0	0	0
Fabricated metal products	46	3	1	50	0	28
Machinery	75	0	0	75	0	10
Transportation equipment	3	10	2	15	0	3
Electrical and electronic products	0	3	0	3	0	1
Non-metallic mineral products	0	0	0	0	0	0
Refined petroleum products	0	0	0	0	0	0
Chemical and chemical products	90	1	0	91	9	10
Other	9	0	1	10	3	5
TOTAL	276	50	20	346	41	86

Note: The calculation of job creation takes into account all jobs created minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date, there are some 200 leads yet to be verified.



TABLE 6

MANUFACTURING – ALL COMPANIES

Sub-Sectors	Jobs		Growth		Jobs		Growth		Total Jobs	Estimated Jobs	
	1996	1997	+/-	%	1998	+/-	%	1996-98	1999*	2000	
Food	1,702	1,789	87	5%	1,773	-16	-1%	71	1,717	1,727	
Beverages	4	7	3	75%	7	0	0%	3	7	7	
Plastic products	12	15	3	25%	15	0	0%	3	16	16	
Textile products	22	30	8	36%	25	-5	-17%	3	25	25	
Clothing	4	4	0	0%	4	0	0%	0	3	3	
Wood industries (primary & secondary)	464	516	52	11%	577	61	12%	113	601	631	
Furniture and Fixtures	33	33	0	0%	33	0	0%	0	30	35	
Paper and allied products	0	0	0	0%	0	0	0%	0	0	0	
Printing, publishing and allied products	8	8	0	0%	23	15	188%	15	19	19	
Primary metal	44	45	1	2%	56	11	24%	12	61	71	
Fabricated metal products	283	446	163	58%	448	2	0%	165	468	508	
Machinery	77	76	-1	-1%	76	0	0%	-1	77	77	
Transportation equipment	19	32	13	68%	34	2	6%	15	37	42	
Electrical and electronic products	7	10	3	43%	10	0	0%	3	7	7	
Non-metallic mineral products	378	420	42	11%	439	19	5%	61	483	503	
Refined petroleum products	2	2	0	0%	2	0	0%	0	2	2	
Chemical and chemical products	135	136	1	1%	155	19	14%	20	159	169	
Other	40	46	6	15%	46	0	0%	6	40	40	
TOTAL	3,234	3,615	381	12%	3,723	108	3%	489	3,752	3,882	

Note: The calculation of job creation takes into account all jobs created minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date, there are some 200 leads yet to be verified.



TABLE 7

BUSINESS SUPPORT SERVICES – NEW COMPANIES						
Sub-Sectors	Actual Jobs			Total Jobs	Estimated Jobs	
	1996	1997	1998	1996-98	1999*	2000
Agri-Food	9	7	26	42	4	7
Communications	2	0	1	3	0	2
Fisheries and Aquaculture	5	8	2	15	0	13
Financial Institutions	4	0	0	4	0	0
Forestry	0	13	20	33	0	12
Professional Services	21	8	25	54	9	18
Repairs and Equipment	2	8	4	14	0	3
Transportation	10	14	9	33	3	12
Other	2	0	0	2	2	2
TOTAL	55	58	87	200	18	69

Note: The calculation of job creation takes into account all jobs created, minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date. There are approximately 100 leads yet to be verified.

TABLE 8

BUSINESS SUPPORT SERVICES – ALL COMPANIES										
Sub-Sectors	Jobs		Growth		Jobs	Growth		Total Jobs	Estimated Jobs	
	1996	1997	#	%		#	%	1996-98	1999*	2000
Agri-Food	45	46	1	2%	78	32	70%	33	85	105
Communications	20	36	16	80%	11	-25	-69%	-9	12	25
Fisheries and Aquaculture	182	179	-3	-2%	212	33	18%	30	127	147
Financial Institutions	197	192	-5	-3%	195	3	2%	-2	188	188
Forestry	631	643	12	2%	589	-54	-8%	-42	512	525
Professional Services	157	166	9	6%	177	11	7%	20	174	181
Repairs and Equipment	64	67	3	5%	72	5	7%	8	78	80
Transportation	226	223	-3	-1%	233	10	4%	7	225	235
Other	8	9	1	13%	9	0	0%	1	11	16
TOTAL	1,530	1,561	31	2%	1,576	15	-5%	46	1,412	1,502

Note: The calculation of job creation takes into account all jobs created, minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date. There are approximately 100 leads yet to be verified.



TABLE 9

TOURISM AND RETAIL SECTORS – NEW COMPANIES						
Sectors and Sub-Sectors	Actual Jobs			Total Jobs	Estimated Jobs	
	1996	1997	1998	1996-98	1999*	2000
TOURISM						
Accommodations	3	11	14	28	38	10
Activities	17	18	7	42	3	4
Restaurants	41	35	11	87	22	10
Other	49	2	2	53	0	2
RETAIL	74	47	37	158	26	24
TOTAL	184	113	71	368	89	50

Note: The calculation of job creation takes into account all jobs created, minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date. There are approximately 100 leads yet to be verified.

TABLE 10

TOURISM AND RETAIL SECTORS– ALL COMPANIES										
Sectors and Sub-Sectors	Jobs		Growth		Jobs	Growth		Total Jobs	Estimated Jobs	
	1996	1997	#	%		#	%		1999*	2000
TOURISM										
Accommodations	129	151	22	17%	166	15	10%	37	201	231
Activities	375	411	36	10%	408	-3	-1%	33	404	413
Restaurants	590	599	9	27%	585	-14	-2%	-5	599	609
Other	72	96	24	33%	70	-26	-27%	-2	56	63
RETAIL	1,673	1,649	-24	-1%	1,621	-28	-2%	-52	1,611	1,620
TOTAL	2,839	2,906	67	2%	2,850	-56	-2%	11	2,871	2,936

Note: The calculation of job creation takes into account all jobs created, minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date. There are approximately 100 leads yet to be verified.



TABLE 7

BUSINESS SUPPORT SERVICES – NEW COMPANIES						
Sub-Sectors	Actual Jobs			Total Jobs	Estimated Jobs	
	1996	1997	1998	1996-98	1999*	2000
Agri-Food	9	7	26	42	4	7
Communications	2	0	1	3	0	2
Fisheries and Aquaculture	5	8	2	15	0	13
Financial Institutions	4	0	0	4	0	0
Forestry	0	13	20	33	0	12
Professional Services	21	8	25	54	9	18
Repairs and Equipment	2	8	4	14	0	3
Transportation	10	14	9	33	3	12
Other	2	0	0	2	2	2
TOTAL	55	58	87	200	18	69

Note: The calculation of job creation takes into account all jobs created, minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date. There are approximately 100 leads yet to be verified.

TABLE 8

BUSINESS SUPPORT SERVICES – ALL COMPANIES										
Sub-Sectors	Jobs		Growth		Jobs	Growth		Total Jobs	Estimated Jobs	
	1996	1997	#	%	1998	#	%	1996-98	1999*	2000
Agri-Food	45	46	1	2%	78	32	70%	33	85	105
Communications	20	36	16	80%	11	-25	-69%	-9	12	25
Fisheries and Aquaculture	182	179	-3	-2%	212	33	18%	30	127	147
Financial Institutions	197	192	-5	-3%	195	3	2%	-2	188	188
Forestry	631	643	12	2%	589	-54	-8%	-42	512	525
Professional Services	157	166	9	6%	177	11	7%	20	174	181
Repairs and Equipment	64	67	3	5%	72	5	7%	8	78	80
Transportation	226	223	-3	-1%	233	10	4%	7	225	235
Other	8	9	1	13%	9	0	0%	1	11	16
TOTAL	1,530	1,561	31	2%	1,576	15	-5%	46	1,412	1,502

Note: The calculation of job creation takes into account all jobs created, minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date. There are approximately 100 leads yet to be verified.



TABLE 9

TOURISM AND RETAIL SECTORS – NEW COMPANIES						
Sectors and Sub-Sectors	Actual Jobs			Total Jobs	Estimated Jobs	
	1996	1997	1998	1996-98	1999*	2000
TOURISM						
Accommodations	3	11	14	28	38	10
Activities	17	18	7	42	3	4
Restaurants	41	35	11	87	22	10
Other	49	2	2	53	0	2
RETAIL	74	47	37	158	26	24
TOTAL	184	113	71	368	89	50

Note: The calculation of job creation takes into account all jobs created, minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date. There are approximately 100 leads yet to be verified.

TABLE 10

TOURISM AND RETAIL SECTORS- ALL COMPANIES										
Sectors and Sub-Sectors	Jobs		Growth		Jobs	Growth		Total Jobs	Estimated Jobs	
	1996	1997	#	%	1998	#	%	1996-98	1999*	2000
TOURISM										
Accommodations	129	151	22	17%	166	15	10%	37	201	231
Activities	375	411	36	10%	408	-3	-1%	33	404	413
Restaurants	590	599	9	27%	585	-14	-2%	-5	599	609
Other	72	96	24	33%	70	-26	-27%	-2	56	63
RETAIL	1,673	1,649	-24	-1%	1,621	-28	-2%	-52	1,611	1,620
TOTAL	2,839	2,906	67	2%	2,850	-56	-2%	11	2,871	2,936

Note: The calculation of job creation takes into account all jobs created, minus all jobs which were terminated because of business closures and is based on maximum employment figures.

* Based on information available to date. There are approximately 100 leads yet to be verified.



1.3 Industrial Parks

The KEC owns and manages two industrial parks located in the Kent Region: Bouctouche and Richibucto-Rexton. These designated areas provide an excellent location for strategic companies without compromising the sustainable balance of the Kent Region's economy. Every year, work is done in accordance with the long-term development plan for the parks.

ACTIVITIES

- The KEC received 13 leads to purchase land in both industrial parks. Some of these leads will be completed in the summer of 2000.
- Efforts to secure land for the construction of a second access in the Richibucto-Rexton Industrial Park were completed by the Village of Rexton.
- The KEC undertook the clean-up of vacant lots and roadsides in the Bouctouche Industrial Park.
- Initial discussions to undertake the construction of a second access in the Bouctouche Industrial Park were initiated in partnership with the Town of Bouctouche and the private sector.

RESULTS

- The completion of an access road and repairs to the entrance sign in the Richibucto-Rexton Industrial Park was completed in November 1999.
- One two-acre lot was sold in the Richibucto-Rexton Industrial Park in March 2000.
- The transfer of a vacant lot to a new owner in the Bouctouche Industrial Park was completed in March 2000.

2. BUSINESS DEVELOPMENT

The KEC strives to become more pro-active and efficient in providing valuable information and guidance to the business community. It has a major responsibility of stimulating business opportunities and economic growth in the Kent Region. The KEC plays a lead role in many strategic initiatives by focusing its efforts on the goals and priorities of the Kent Region Economic Development Strategy which is the central tool for all economic players to use in order to effectively coordinate the economic activities of the Kent Region.

During 1999-2000, our level of intervention was targeted as follows:

- 2.1 Kent Region Economic Development Strategy
- 2.2 Marketing and Promotion
- 2.3 Networking and Partnerships
- 2.4 Entrepreneurship



2.1 Kent Region Economic Development Strategy

Focus on Coordination

The Strategy is the CATALYST in joining public and private efforts throughout eight inter-related priority areas of intervention. These enhance the Kent Region's ability to generate and seize sustainable economic opportunities.

THE PRIMARY CONCERN IS THE MORE EFFECTIVE USE OF RESOURCES, FOCUSED APPROACHES, AND INCREASED SELF-RELIANCE.

ACTIVITIES

- The KEC continues to play a lead role in five of the eight priority areas of intervention:
 - Development of priority sectors
 - Marketing
 - Recruitment
 - Networking and partnership
 - Entrepreneurship

Specific details on each of these areas of intervention are highlighted in the respective sections of the 1999-2000 annual activity report.

- The many hours spent on securing funding for the implementation of the Kent Region Economic Development Strategy availed minimal results. Instead of approving a complete comprehensive proposal representing a modest financial request, HRDC is only willing to look at individual proposals.
- Office space, equipment, furniture, and supplies were provided to the marketing staff and other volunteers working to implement the strategy.
- The finances of the overall strategy and the cooperative marketing plan initiative were managed by KEC staff.
- The KEC provided financial support of \$5,000 to the overall implementation of the Kent Region Economic Development Strategy.
- Support and guidance were provided in the planning and implementation of local socio-economic development strategies in the Greater Rogersville and Greater Saint-Louis-de-Kent areas.
- In November 1999, the provincial and regional Work Ready Work Force (WRWF) Committee met to redefine their mandate as a result of the government leadership change in June 1999. The Kent WRWF Committee is now regrouped under the Southeast WRWF Committee and has been meeting once a month since January 2000.

RESULTS

- The Kent Region established a greater spirit of pride and a sense of belonging amongst businesses, employees, and the general population.

- Three communities (Greater Bouctouche, Greater Saint-Louis-de-Kent, and Richibucto-Rexton) undertook their own community-based planning and consultation process for sustainable growth within their respective regions.

RELEVANT RESULTS



Most Kent Region communities developed their own community-based socio-economic development strategy, which evolved from the 1996-2001 Kent Region Economic Development Strategy.

LOOKING AHEAD



In the 2000-01 fiscal year, the Kent Region will undertake a three- or five-year planning and consultation process for a community-based sustainable (economic, social, and environmental) development strategy.

2.2 Marketing and Promotion

Objective:

To promote the Kent Region's competitive advantages for business start-ups and expansions by highlighting the good business climate, enviable quality of life, and the many advantages the region has to offer.

Focus on Regional Cooperative Marketing Plan

The Kent Region must project the image of a dynamic area, appealing to local entrepreneurs, investors, visitors, consumers, skilled labour, and residents.

ACTIVITIES

- The KEC continued to play a lead role in the implementation of the final year of the Kent Region Cooperative Marketing Plan, which included the following activities:
 - A 17-week image campaign with priority sector companies through newspapers, radio, web site, and various distribution networks.
 - The development of a "product card" for 18 Kent Region wood sector companies.



- The revision of the Kent web site (www.kent.nb.ca).
- The development of a regional kit folder available for the Kent Region private sector and economic partners.
- The KEC provided financial support in the amount of \$5,000 to the overall implementation of the cooperative marketing plan.
- The KEC partnered with many Kent Region private companies and other economic partners in the exhibition at the *Village de la Francophonie* during the *Sommet de la Francophonie* from September 1 to 5, 1999.
- The KEC coordinated the preparation of the terms of reference in order to retain the services of a New Brunswick marketing firm to develop the Kent Region's second wave private sector-driven cooperative marketing plan.
- The KEC was actively involved in organizing nine meetings of the Kent Region Cooperative Marketing Plan Committee.
- Several marketing sessions were organized by the KEC with the collaboration of specialists in the field:
 - Better Business Management Practices
 - October 1999, "Doing Your Own Marketing and Promotion" - 15 participants
 - November 1999, "Bringing Your Customers Back" - 10 participants

RESULTS

- The Kent Region Cooperative Marketing Plan's "Image Campaign" involved 18 manufacturing companies and helped create a greater awareness of products manufactured in this region.
- Additional and better marketing tools are available for entrepreneurs to help generate business opportunities (regional profiles, sector profiles, kit folders, web sites, product cards, etc.).

RELEVANT RESULTS



There is greater awareness of the Kent Region and its products and services within the region and elsewhere in the province of New Brunswick. The region presented a brand new image by positioning itself as an area with great potential, while building on its natural strengths.



LOOKING AHEAD



The Kent Region will undertake a consultation process to develop a progressive, private sector-driven cooperative marketing plan - "Wave 2".

Focus on Promotion

The promotion of the KEC's mandate and services, as well as the competitive advantages of the Kent Region, is done through selective media and communication activities.

ACTIVITIES

- KEC staff continued to be actively involved in the community by participating in:
 - The official opening of three new companies.
 - The annual meetings of local and regional groups.
 - Various municipal and First Nation functions.
 - Networking at various events with Kent Region economic partners.
 - Networking at various events with provincial and national economic partners.
- The KEC's promotion and advertising is planned according to strategic impact. Media groups utilized are:

➤ <i>L'Étoile</i>	➤ CJSE 89.5
➤ <i>L'Acadie Nouvelle</i>	➤ CKCW / CFQM
➤ Times & Transcript	➤ CJMO 103
➤ <i>Info-Affaires</i>	➤ CBAFT
➤ Brunswick Business Journal	➤ CBC-TV
➤ <i>Le Moniteur</i>	➤ ATV-ASN
➤ Atlantic Chamber Journal	➤ Global Television
- KEC staff made presentations to better promote its services:
 - Small Business Info Fair in Miramichi.
 - ACOA's Atlantic Region staff meeting - 75 participants.
 - Rogersville-Kouchibouguac electoral riding public meeting - 100 participants
 - Atlantic Canada Community College Association - 30 participants
 - Adult group in Memramcook - 10 participants
 - Mgr-Marcel-François-Richard High School in Saint-Louis-de-Kent - 49 participants
 - Bonar Law High School in Rexton - 67 participants
- The KEC maintained its web site (www.kec.nb.ca) and the Kent Region web site (www.kent.nb.ca).



RESULTS

- There is a greater awareness of KEC services available to the business community.
- A survey undertaken in 1999 by KPMG, commissioned by EDT&C and ACOA, indicated that 82% of the respondents were aware of the regional economic development commissions' services.

2.3 Networking and Partnership

Objective:

By the year 2000, the KEC and Kent Region entrepreneurs will have developed key network links, as well as strong partnerships with target groups and economic partners, to better collaborate, build lasting relationships, and create meaningful jobs.

Focus on Networking

The KEC must encourage and actively participate in local, regional, provincial, and national networks of economic players which could have a positive impact on the Kent Region.

ACTIVITIES

- KEC staff actively participated in activities of the following business and economic network groups:
 - Kent Region local chambers of commerce
 - Kent Region Tourist Association (KRTA)
 - Kent Region Women Entrepreneurs
 - *Entrelles*, Association of Kent Region Women
 - New Brunswick Economic Commissions Association (NBECA)
 - Economic Developers Association of Canada (EDAC)
 - ADEL-Kent-LEDA
 - *Conseil économique du Nouveau-Brunswick*
 - Provincial and federal government departments and agencies
 - Kent Region financial institutions
 - Acadian Coastal Drive Committee
 - Richibucto Sustainable Development group
 - Kent Region Economic Development Strategy's Coordination Committee and sub-committees
 - TEAM KENT
 - Kent Region MLAs and MPs
- The KEC's president and General Manager attended the annual Economic Developers Association of Canada conference in Hamilton, Ontario, in September 1999.

RESULTS

- The KEC established strong partnerships with local, regional, provincial, and national economic partners which benefited the Kent Region's overall growth.
- The Cocagne/Notre-Dame and the Grande-Digue Chambers of Commerce joined forces to create the Cocagne•Notre-Dame•Grande-Digue Chamber of Commerce and are undertaking challenging projects.

Focus on Collective Tools

By providing necessary support to the Kent Region's collective tools (ENBRCC, KRTA, Kent Region Women Entrepreneurs, etc.) to help them achieve their mandates, the Kent Region's economic agencies will be better able to focus on client services.


ACTIVITIES

- During the summer of 1999, the Canadian Institute for Research on Regional Development undertook a survey with the Kent region private sector and economic partners to determine the future economic needs of entrepreneurs and the region.
- A draft monograph entitled, "Community Economic Development: False Hope or Panacea for Atlantic Canada", to develop a private sector collective tool model, was prepared by Donald Savoie of the Canadian Institute for Research on Regional Development in October 1999. It was distributed for comments and the final document should be available in the Spring of 2000.

RESULTS

- The pilot project initiative has been temporarily postponed following the restructuring of the newly elected Lord government. Once the province's priorities have been established, the proposal will be submitted.

LOOKING AHEAD



The vision set forth in 1998 for the private sector collective tool process remains the same. The private sector will continue its leadership role in the Kent region's economic development by providing itself with collective tools capable of maximizing the resources and the energies of the business community and effectively representing the interests of the business community as a whole.



2.4 Entrepreneurship

Objective:

To promote, encourage, and support the Kent region business community and those interested in becoming new entrepreneurs through activities and events geared toward developing a strong business culture in the region.

Focus on Entrepreneurship

The Kent region has experienced a substantially slow growth over the years. It is very important to create awareness on the many economic opportunities that the region has to offer, as well as promote entrepreneurship as an increasingly popular career option among our youth and the population at large.

ACTIVITIES

- KEC staff made presentations on entrepreneurship to students and adult groups:
 - Adult group, coordinated by l'Institut de Memramcook - 10 participants
 - Mgr-Marcel-François-Richard High School, Saint-Louis-de-Kent
 - November 1999 - 29 participants
 - February 2000 - 20 participants
 - Bonar Law High School, Rexton
 - December 1999 - 20 participants
 - March 2000 - 47 participants
- The KEC undertook strategic entrepreneurship initiatives to discuss relevant issues and to promote successful Kent region entrepreneurs:
 - Entrepreneurial gala, October 1999 - 7 award recipients and 147 participants at the Pays de la Sagouine in Bouctouche
 - Business breakfast meetings (8)
 - Profiles of successful entrepreneurs (7)
- The KEC, in partnership with the Business Development Bank of Canada (BDC), organized activities and promoted Small Business Week, October 24-30, 1999.
 - Business breakfast meeting - 31 participants
 - Business supper meeting in partnership with the Rogersville Chamber of Commerce - 30 participants
- The KEC provided access to documentation and information on entrepreneurship to 293 potential entrepreneurs.
- The Big Cove Band Council, in partnership with the KEC, organized an entrepreneurship initiative for native youths - 15 participants.



- Several information sessions were organized by the KEC, with the collaboration of specialists in the field:
 - **Better Business Management Practices:**
 - September 1999, "Success Strategies for Small Businesses" - 10 participants
 - October 1999, "Leading Your Employees to Success" - 15 participants
 - **Business Breakfast Meeting:**
 - September 1999, "How to Find the Ideal Employee with the Help of an Employment Agency" - 20 participants
- An entrepreneurship working tool entitled, "Road Map to Business Start-Up", was developed by the KEC and is available to new and existing entrepreneurs.
- The KEC and various economic partners were invited to work with "*La Société éducative du Nouveau-Brunswick*", in order to set up a community training network for home-based business owners.

RESULTS

- A total of 6 students started a summer business.
- The Big Cove First Nation Entrepreneurship Program was completed by 15 participants. Mentors were identified and matched with each of the participants.
- The activities organized by the KEC related to promoting entrepreneurship resulted in:
 - Seven Kent region business people/organizations were honored at the Kent Region Entrepreneurial Gala, held on October 24, 1999, at the Pays de la Sagouine in Bouctouche:
 - ⇒ **Jean-Claude Richard Memorial Manager of the Year**
Roger Cormier, Saint-Antoine Farm Equipment Ltd.
 - ⇒ **Young Entrepreneur of the Year**
Serge Goguen, Bouctouche Home Hardware
 - ⇒ **Service Organization of the Year**
Le festival des pétoncles de Richibucto
 - ⇒ **Woman Entrepreneur of the Year**
Monique Roussel, Bergerie aux 4 Vents
 - ⇒ **New Business of the Year**
Canneberges acadiennes, Benoit Richard and Odette Haché
 - ⇒ **Small- or Medium-Sized Business of the Year**
Guy's Welding Ltd., Saint-Antoine
 - ⇒ **Maureen Boudreau Memorial Outstanding Citizen of the Year**
Guy LeBlanc, Saint-Antoine
 - A total of 170 people attended 8 business breakfast meetings organized by the KEC.
 - A total of 147 people attended the Kent Region Entrepreneurial Gala in Bouctouche.



Conclusion

This annual activity report provides a brief overview of the KEC's interventions and many accomplishments during the 1999-2000 fiscal year. Additional information on any of the activities is available.

Considering the limited resources available in the Kent Region to undertake economic development activities, many achievements were accomplished by working in close collaboration with our economic partners and especially the members of TEAM-KENT.

At the turn of the 21st century, we are in a time of change where opportunities are quickly multiplying as the local economy continues to diversify at a rapid rate. In essence, the Kent Region, through its economic development strategy, has placed a high priority in supporting strategic sectors which offer strong growth potential and greater possibilities of generating economic benefits. In order to achieve this, a common approach must continue between all economic players serving the Kent Region business community.

Special thanks to the many Kent Region businesses, organizations, and leaders who played and continue to play a key role in the KEC and the overall development of the Kent Region.

The future is ours!



Financial Report

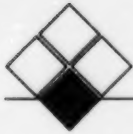


KENT ECONOMIC COMMISSION INC.

ANNUAL FINANCIAL REPORT

Year ended March 31, 2000





LEBLANC NADEAU BUJOLD

chartered accountants

AUDITORS' REPORT

To the directors of
Kent Economic Commission Inc.

We have audited the balance sheets of *KENT ECONOMIC COMMISSION INC.* as at March 31, 2000 and the statement of income and changes in fund balances for the year then ended. These financial statements are the responsibility of the Commission's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Commission as at March 31, 2000 and the results of its operations for the year then ended in accordance with generally accepted accounting principles.

LeBlanc Nadeau Bujold
LeBlanc Nadeau Bujold
Chartered Accountants

Shediac, New Brunswick
May 19, 2000



KENT ECONOMIC COMMISSION INC.**INCOME**

Year ended March 31,

2000

1999

REVENUES

Canada/New Brunswick Cooperation Agreement on Economic Development (note 9)	\$ 230,690	\$ 239,802
Municipalities' contribution (note 10)	24,791	23,610
Other revenues (schedule A)	6,388	11,586
Special projects (schedule B)	66,666	30,446
	328,535	305,444

EXPENSES

Salaries	114,786	111,686
Benefits	15,621	13,420
Rent, electricity and maintenance	21,973	21,767
Insurance	1,452	2,127
Equipment leases and maintenance	842	1,960
Car expenses	8,634	8,669
Business trips	6,325	6,780
Telephone, fax and postage	9,138	10,941
Stationery and office supplies	6,878	11,096
Bank, audit and legal fees	3,188	3,829
Harmonized sales tax expense	2,982	3,645
Memberships, subscriptions and economic tools	2,996	2,033
Registrations, conventions and seminars	1,175	1,695
Annual meeting and report	6,224	5,697
Board of directors, committee and business meetings	4,814	6,120
Miscellaneous	331	924
Technical work	8,179	9,167
Entrepreneurship center/library	159	191
Furniture and equipment	189	1,004
Web site	800	-
Prior year's deficit	111	342
Special funding (schedule C)	15,911	13,005
Incremental (schedule D)	29,655	39,011
Special projects (schedule E)	66,666	30,446
	329,029	305,555

DEFICIENCY OF REVENUES OVER EXPENSES

\$ (494)

\$ (111)



KENT ECONOMIC COMMISSION INC.**CHANGES IN FUND BALANCES**

Year ended March 31,

2000**1999**

	Capital asset fund	Restricted	Unrestricted	Total	Total
FUND BALANCES, BEGINNING					
As previously reported	\$ 573,810	\$ (111)	\$ 19,526	\$ 593,225	\$ 737,567
Prior year adjustment	-	-	-	-	(149,650)
As restated	573,810	(111)	19,526	593,225	587,917
Excess (deficiency) of revenues over expenses	16,281	(494)	3,063	18,850	4,966
Prior year's deficit transferred to expenses	-	111	-	111	342
FUND BALANCES, ENDING	\$ 590,091	\$ (494)	\$ 22,589	\$ 612,186	\$ 593,225



KENT ECONOMIC COMMISSION INC.**BALANCE SHEET
GENERAL FUND**

March 31,

2000

1999

ASSETS**CURRENT ASSETS**

Cash	\$ 3,444	\$ 3,922
Accounts receivable (note 4)	50,203	19,347
Prepaid expenses	202	2,113

NOTE RECEIVABLE, without interest or fixed repayment conditions

LIABILITIES**CURRENT LIABILITIES**

Bank loan (note 6)	\$ 10,000	\$ -
Accounts payable	3,105	2,990
Deferred contribution (note 7)	37,149	32,977
Due to capital fund	4,500	-

FUND BALANCES**EXTERNALLY RESTRICTED**

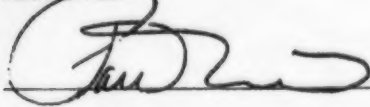
Balance - beginning of the year	(111)	(342)
Prior year's deficit transferred to expenses	111	342

Deficit - current year (note 3)

Balance - end of the year

UNRESTRICTED (note 8)

APPROVED



, director



KENT ECONOMIC COMMISSION INC.**BALANCE SHEET
CAPITAL FUND**

March 31,

2000

1999

ASSETS**CURRENT ASSETS**

Cash	\$ 464	\$ 696
Receivables	116	585
Due from general fund	4,500	-

5,080 1,281

CAPITAL ASSETS (note 5)

585,011 572,529

\$ 590,091 \$ 573,810

FUND BALANCES

Balance - beginning of the year as restated	\$ 573,810	\$ 565,857
ADD:		
Grant-Canada/New Brunswick Infrastructure Program		
- Improvements to industrial parks	7,965	15,090
Interest income	55	97
Equipment contributed by the General Fund	-	1,004
Sale/lease of land	7,778	60
Excess of insurance proceeds over book value of computer equipment	6,424	-
Miscellaneous	1,400	-
LESS:		
Amortization	6,520	8,298
Administrative fees	775	-
Miscellaneous	46	-

\$ 590,091 \$ 573,810



KENT ECONOMIC COMMISSION INC.

NOTES TO FINANCIAL STATEMENTS

March 31, 2000

1. STATUTES OF INCORPORATION AND NATURE OF ACTIVITIES

Kent Economic Commission Inc. is a non-profit organization and offers various services related to entrepreneur's requirements. The Commission is incorporated under the Canada Corporation Act as a non-profit organization and as such is exempt from income tax by virtue of Paragraph 149(1) of the Income Tax Act.

2. SIGNIFICANT ACCOUNTING POLICIES

Fund accounting

Revenues and expenses related to program delivery and administrative activities are reported in the General Fund.

The Capital Fund reports the assets, liabilities, revenues and expenses related to capital assets.

Revenue recognition

Restricted contributions are recognized as revenue of the appropriated fund in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue of the appropriate fund when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Capital assets

Purchased capital assets are recorded in the Capital Asset Fund at cost.

Capital assets are being amortized at the following methods and rates:

	Methods	Rates
Furniture and equipment	diminishing balance	20 %
Computer equipment	diminishing balance	50 %

3. DEFICIT-CURRENT YEAR

The deficit of \$494 in the General Fund will be included as an expenditure in the year ending March 31, 2001.



KENT ECONOMIC COMMISSION INC.

NOTES TO FINANCIAL STATEMENTS

March 31, 2000

4. ACCOUNTS RECEIVABLE

	2000	1999
Trade	\$ 30,001	\$ 5,013
Sales tax	5,543	3,536
Other	14,659	10,798
	<u>\$ 50,203</u>	<u>\$ 19,347</u>

5. CAPITAL ASSETS

	Cost	Accumulated amortization	Net book value	Net book value
Land	\$ 561,360	\$ -	\$ 561,360	\$ 548,781
Furniture and equipment	61,587	53,729	7,858	9,823
Computer equipment	102,714	86,921	15,793	13,925
	<u>\$ 725,661</u>	<u>\$ 140,650</u>	<u>\$ 585,011</u>	<u>\$ 572,529</u>

6. BANK LOAN

The Commission has an authorized line of credit of \$50,000, bearing interest at prime rate plus 2% and is renewable on October 16, 2000.

7. DEFERRED CONTRIBUTION

Deferred contributions reported in the General Fund related to restricted operating funding received in the current period that is related to the subsequent period. The deferred contribution includes \$20,000 received during the year ended March 31, 1996 under Canada/New Brunswick Cooperation Agreement on Economic Development for the eventual one-stop center.



KENT ECONOMIC COMMISSION INC.**NOTES TO FINANCIAL STATEMENTS**

March 31, 2000

8. UNRESTRICTED FUNDS

	2000	1999
BALANCE- beginning of the year	\$ 19,526	\$ 22,402
Administration fees	775	-
Directories	1,160	723
Equipment rentals and service fees	4,490	3,707
Miscellaneous	1,000	-
Various projects	(45)	(7,306)
Transfer of funds to special projects	(4,317)	-
BALANCE - end of the year	\$ 22,589	\$ 19,526

**9. CANADA/NEW BRUNSWICK COOPERATION
AGREEMENT ON ECONOMIC DEVELOPMENT**

	2000	1999
Canada/New Brunswick Cooperation Agreement on Economic Development	\$ 228,035	\$ 231,035
Carry over from previous years	2,655	8,767
	\$ 230,690	\$ 239,802



NOTES TO FINANCIAL STATEMENTS

March 31, 2000

10. MUNICIPALITIES' CONTRIBUTION**2000****1999**

The municipalities covered by the Kent Economic Commission Inc. pursuant to the sharing formula with the Province of New Brunswick were responsible for \$ 24,791 of the Commission's approved budget. This is allocated as follows:

Big Cove First Nation	\$ 3,465	\$ 3,300
Town of Bouctouche	6,086	5,796
Village of Rexton	2,282	2,173
Town of Richibucto	4,234	4,032
Village of Rogersville	2,868	2,731
Village of Saint-Antoine	2,991	2,849
Village of St-Louis-de-Kent	2,865	2,729
	\$ 24,791	\$ 23,610

11. COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform with the presentation used in the current year.



KENT ECONOMIC COMMISSION INC.**SCHEDULES A, B AND C - ADDITIONAL INFORMATION**

Year ended March 31,

2000**1999****A - OTHER REVENUES**

Interest income	\$ 1,138	\$ 1,463
Blue Cross administration	1,120	1,320
Youth Entrepreneurship Program - Administration	-	1,500
Miscellaneous	4,130	7,303
	\$ 6,388	\$ 11,586

B - SPECIAL PROJECTS - REVENUES

Better Business Management Seminars	\$ 1,175	\$ -
Fam tour	-	756
Job Action	828	552
Opportunity sessions	-	9,125
Students	9,808	8,638
Youth Entrepreneurship Program	-	4,199
Youth Futures	-	7,176
PEMDI	38,734	-
Aboriginal Youth Internship Program	8,371	-
Village de la Francophonie	7,750	-
	\$ 66,666	\$ 30,446

C - SPECIAL FUNDING

Automation	\$ 3,909	\$ 2,000
Communication and promotion	6,195	5,993
Training and development	5,807	5,012
	\$ 15,911	\$ 13,005



KENT ECONOMIC COMMISSION INC.**SCHEDULES D AND E - ADDITIONAL INFORMATION**

Year ended March 31,

2000**1999****D - INCREMENTAL FUNDING**

Leadership and coordination	\$ 15,000	\$ 15,179
Business counselling	2,000	2,953
Promotion of the Region	8,000	6,921
Communication	1,000	5,191
Financing and monitoring	1,000	-
Carry over from projects	2,655	8,767
	<hr/>	<hr/>
	\$ 29,655	\$ 39,011

E - SPECIAL PROJECTS - EXPENSES

Better Business Management Seminars	\$ 1,175	\$ -
Fam tour	-	756
Job Action	828	552
Opportunity sessions	-	9,125
Students	9,808	8,638
Youth Entrepreneurship Program	-	4,199
Youth Futures	-	7,176
PEMDI	38,734	-
Aboriginal Youth Internship Program	8,371	-
Village de la Francophonie	7,750	-
	<hr/>	<hr/>
	\$ 66,666	\$ 30,446



25th Anniversary



25th ANNIVERSARY

The Kent Economic Commission Inc. is celebrating its 25th anniversary and we would like to take this opportunity to provide you with a brief overview of the organization.

The Kent Industrial Commission was incorporated on March 15, 1974, and the organization's services were available in January 1975. It was the fourth industrial commission in the province's network of 13 created from 1971 to 1999.

The Commission's mandate has always been to foster economic development for the Kent Region. Without giving a long overview of the major projects, events, and activities, here are some that are to be noted:

- | | |
|----------------|--|
| 1977-80 | Purchase of land for the development of the Bouctouche and Richibucto-Rexton Industrial Parks. |
| 1980-81 | Sponsorship of the establishment of ADEL - Kent - LEDA. |
| 1982-83 | Launching of the PRO-Kent campaign. coordinated by Camille Thériault and his team. |
| 1986-87 | Tragic death of the general manager, Jean-Claude Richard. |
| 1990-91 | Launching of new name and logo - Kent Economic Commission Inc. |
| 1994-95 | Consultation process with more than 400 participants to develop the first bottom-up socio-economic development strategy. |
| 1998-99 | Launching of the first private sector-driven cooperative marketing plan for the Kent Region. |
| 1998-99 | Sponsorship, with ACOA, of the establishment of TEAM KENT. |

In essence, the Commission has a mandate to create, promote, strengthen, and maintain an environment conducive to the expansion of existing businesses and the creation of new entrepreneurial ventures. The Commission is the first contact for entrepreneurs.

During the 2000-01 fiscal year, the KEC will initiate planned activities to mark the 25th anniversary, which represents an important time in the history of the region.

Please join us to celebrate this very important event!



Presidents 1975-2000

*Y*our commitment to the Kent Region is greatly appreciated and your leadership has pioneered community economic development for many years to come. Thank you for leading us into the future.

Harry Shorten
1975-79

Gabriel Robichaud
1990-92

Conrad Landry
1979-82

Florence S. Léger
1992-93

Guy LeBlanc
1982-83

Évérard Maillet
1993-94

David L. Hanson
1983-84

Jerry Cook
1994-96

Vincent Ouellet
1984-85

M. Germaine Montague
1996-98

Gilles Robichaud
1985-87

Léonce Daigle
1998-99

Raymond Beaudouin
1987-89

Shelley Beers
1999-

Ronaldo Bourgeois
1989-90



Past and Present Board Members 1975-2000

Your contribution to assure that the Kent Region continues to prosper and grow is greatly appreciated.

FOUNDERS:

Raymond Belliveau, Emile Daigle, Alan R. Graham, Lionel LeBlanc, Joseph C. Michaud, and Harry Shorten

PAST AND PRESENT NON-MUNICIPAL (formerly Sectorial and Regional) DIRECTORS, MUNICIPAL DIRECTORS AND ALTERNATES:

Ronald Allain
Donald Arsenault
Louis Arsenault
J. Paul Aucoin
James Augustine
Joe Augustine
Patrick J. Augustine
Stephen J. Augustine
Gilles Babin
Patsy Barlow-Francis
Shelley Beers
Raymond Belliveau
Raymond Beaudouin
Donald Bordage
Laurie Boucher
Maureen Boudreau
Ronaldo A. Bourgeois
Jacques Bourque
Normand Bourque
Pierre Bourque
Yvon Bourque
Alvin Brun
Rhéal Caissie
Jerry Cook
Bernadette Cormier
Donald Cormier
Dora Cormier
Jean-Claude Cormier
Justin Cormier
Paul Cormier
Rhéal Cormier
Yvon Cormier
Solomon Curry
Carmen Daigle
Charles Daigle

Emile Daigle
Léonce Daigle
Robert (Bob) Daigle
Raymonde de Grandpré
Larry Dedam
Roger Després
Claude Diotte
Raymond Doucette
Willie Ferguson
Jean Finnigan
Gary Fontaine
Anthony Francis
Brian Francis
Hubert Francis
Léo-Paul Frigault
Jean-Marie Gallant
Michel Gallant
Roberte Gallant
Yvon Gallant
Fernand Gaudet
Jean-Louis Gigou
Emile Giguère
Louis Gionet
J. Garth Girvan
André Goguen
Bertin Goguen
Claude Goguen
Jean-Guy Goguen
Jean-Marc Goguen
Levi Goguen
Alan Graham
Gert Gudernatsch
Germaine Guimond
Ovila Hachey
David L. Hanson
Continued...



**PAST AND PRESENT NON-MUNICIPAL (formerly Sectorial and Regional)
DIRECTORS, MUNICIPAL DIRECTORS AND ALTERNATES (Continuation)**

Jean Hudson
Jean-Claude Johnson
Kenneth Johnson
Raymond Johnson
Denise Kavanagh
Conrad Landry
Stephen Lanigan
Everett Lawson
Garth Lawson
Camille LeBlanc
Conrad LeBlanc
Donald N. LeBlanc
Euclide LeBlanc
Guy LeBlanc
Jean LeBlanc
Laurie LeBlanc
Lionel LeBlanc
Martin LeBlanc
Paul-Emile LeBlanc
Rachel LeBlanc
Robert LeBlanc
Florence S. Léger
Paul Léger
Alphonse LeGresley
Albert Levi
Robert L. Levi
Peter Levi Jr.
William R. Little
Albert Lirette
Evrard Maillet
Hector Maillet
Noëlla Maillet
Paul Maillet
Roger Maillet
Sylvio Maillet
Jacques Martin

Gérard Mazerolle
Normand McGraw
Joseph Michaud
Lionel Mills
M. Germaine Montague
Raymond Murphy
Vincent Ouellet
Gilles Ouellette
Gilbert Perreault
Mary Jane Peters
Roland Poirier
Derek Price
Berthe Richard
Edouard Richard
Maurice L. Richard
Roger Richard
Gabriel Robichaud
Gilles Robichaud
Raymond Robichaud
Willie Robichaud
Aldéo Saulnier
Arthur Simon
Bill Simon Jr.
Harry Shorten
Alfred Sock
Leon Sock
Levi Sock
Donald Teakles
Maria Thébeau
Paul Thébeau
Sel Thomas
Arnold Vautour



Past and Present Employees 1975-2000

Special thanks are extended for your valuable contribution to the economic development and prosperity of Kent Region.

Diane Allain
Marc Babineau
Bernard Bourque
Annette (Daigle) Brideau
Roger Brun
Azor J. Cormier
Murielle Dallaire
Jean-Guy Dubé
Willie Ferguson
Marguerite Jaillet
Guy Léger
Alan Mason
Jean-Claude Richard
Rachelle Richard-Collette
Camille H. Thériault
Andréa Vautour
Pierrette Williams

We also wish to recognize the contribution of the many project and student employees, too numerous to mention.

